

The image shows the front cover of an old book. The cover is decorated with a traditional marbled paper pattern, featuring large, irregular, dark brown and black blotches on a lighter tan background, with some reddish-brown veins. The spine, visible on the left, is bound in a dark, textured material, possibly leather or cloth. A small, rectangular, white label with a red border is affixed to the bottom left corner of the cover. The label contains the text "BOSTON RESERVE CLOSET" in a simple, black, sans-serif font, arranged in three lines.

BOSTON
RESERVE
CLOSET

Boston Reserve closet

No. *8079^a 713*



Miss E. P. Gould.

Paint and Oil Club

OF NEW ENGLAND.



*8079 = 213

1884

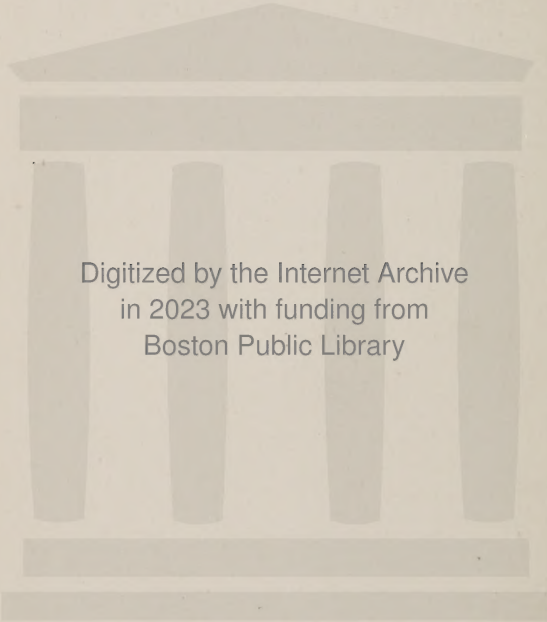
1897



Historical . .

. . Reminiscent . .

. . Commemorative



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AN HISTORICAL SKETCH

OF THE

Paint and Oil Club of New England,

PREPARED AND READ BY

EX-PRESIDENT WILLIAM AGGE.

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COMMEMORATIVE ODE,

PREPARED AND READ BY

EX-PRESIDENT GEORGE L. GOULD.

AT THE

ONE HUNDREDTH DINNER OF THE CLUB,

AT

THE PARKER HOUSE, BOSTON,

WEDNESDAY, MARCH, 10TH, 1897.

PUBLISHED BY VOTE OF THE CLUB.

Miss Elizabeth P. Gould;

Dec. 9, 1897,

AN HISTORICAL SKETCH
OF THE
PAINT AND OIL CLUB OF NEW ENGLAND.

BY EX-PRESIDENT WM. AGGE.

I have been asked to tell you what I can of the History of our Club. There is a great deal that may be recalled with interest and pleasure; more, indeed, than can be told in the limited time available this evening. These thirteen years, in which we have met more than a hundred times, have been full of active work, of friendly discussion and co-operation. And of these I shall endeavor to tell you as much as possible.

I think it will also be worth our while to consider what our influence has been—to ask not only if we have helped ourselves, but if we have been of any service to others. For he who sets himself to prepare a History of the Paint and Oil Club of New England, to trace its beginning and its progress up to the present time, very soon finds that it has had companions, that from time to time other organizations have sprung into life, tracing their hope of success and usefulness to the result of its labors, and aiming to carry forward its spirit and methods. He finds, when these several events are taken together in their proper order and just relations to

each other, that they form a significant and important chapter in the course of affairs among the business men of this part of the country, a chapter which he need not hesitate to characterize as a marked movement in the social life of the mercantile community.

Such has surely been the happy fortune of our Club. It has not only carried on its own work, but it has prompted others to undertake similar work in other, and often wider fields. Its History, therefore, in the best sense, is to be found in the lives of these fellow organizations, quite as much as in its own.

I have been going over carefully the records of the Club, and to my mind no entry therein is so interesting as the very first of all —

BOSTON, Feb. 14, 1884.

We hereby agree to meet at Young's Hotel for a dinner on Saturday, Feb. 23, at 3 o'clock, P. M., and to take measures toward forming a social club composed of gentlemen in this line of business.

This paper was signed by thirty-six houses in our trade, and was the initial step in the founding of the Paint and Oil Club of New England.

Early in the same month had occurred the death of Mr. Edward T. Woodward, one of the firm of Carpenter, Woodward & Morton. He was a man universally respected, and there was a general feeling that the event should receive some recognition from the trade as a body. The lack of any organization found no one authorized to take the initiative, and so the time passed without such public expression as was desired. But this failure disclosed to the minds of leading

men in the trade the need of some system favorable to concert of action. The matter was talked over carefully, and it was agreed to take some steps while the need was yet fresh in the minds of all. With this in view, the dinner was planned and signatures obtained. It became evident early in the preliminaries that there was good reason to hope for a successful issue, and, that no slip might lead to failure, a code of By-Laws and List of Officers were made ready in advance of the promised meeting.

The gathering was held at the appointed time and place. When the tables had been cleared the meeting was called to order. Mr. Charles Richardson was chosen Temporary Chairman, and Mr. M. M. Pigott, Jr., Secretary; and then, with due circumspection, the plans of the prime movers were brought forward. The By-Laws, carefully modelled upon such as had been tested and found adapted to the needs of other bodies, were discussed and adopted, section by section, and a permanent list of officers was duly elected.

These By-Laws are well known to you; they stand to-day substantially as adopted thirteen years ago; such changes as have been made in them have been slight, and have in no way affected their general character.

The list of officers I desire to give in full here, not only because they were the first officers of the Club, but because they were the men who gave the Club its start; who set it upon its feet and taught it to walk. To their tact, wisdom and energy the Club owes its passage through the critical year of its life. They set the step to which it has marched ever since, giving to its proceedings and aims a dignity and force which have never been lost, and to which the

Club owes much of the influence which it has been able to exert in the community. This is the list :

President—Charles Richardson.

Vice-President—John D. Morton.

Secretary—John P. May.

Treasurer—Franklin K. Dexter.

Directors—William B. Bird,

Daniel G. Tyler,

George L. Gould.

The discussion and adoption of the By-Laws, and the election of a Board of Officers, were quite enough to take up all the time of the first meeting. At the second meeting, March 8, 1884, the Club had an invited guest, the Hon. Charles W. Slack, editor of the newspaper called the "Commonwealth," and Mr. Slack addressed the Club. This inaugurated a custom which has continued to be the rule up to the present time. At the dinners, with hardly an exception, prominent gentlemen have accepted invitations to be present, and have favored the Club with interesting and instructive addresses. This feature of our meetings will call for more extended notice later on.

At this meeting the sum of \$42.48 was received from Matthias Crocker, the treasurer of "The Old Association," as it is called in the records.

This "Old Association" had existed for some fifteen years or more, but for much of that time had been inactive and hardly more than a name. In its best days its activities had been confined chiefly to effecting a Summer outing of the trade annually, and sometimes a gathering in the Winter

season. There had been no stated times for its meetings, and its organization had never been of a kind to ensure great vitality or permanency. It seems to have been very ready to pass out of existence in favor of its younger and more lusty colleague.

At the fourth meeting, May 10, we meet with some interesting facts. Eight new members were admitted to the Club, and gentlemen in the trade from Providence and Worcester spoke, pledging the co-operation of the dealers in their respective cities. The Paint and Oil Club was already making its mark, and the good work was spreading. At a special meeting on May 20, two dealers from Lowell were made members, and on June 20 four from Worcester, two from Providence, and two from Lawrence were enrolled. At the first meeting in the Fall, October 11, eight of the dealers in Providence came in. At this meeting three gentlemen were made honorary members, Messrs. Aquilla Rich, J. Seaver Page and C. F. Wise, all of New York. And so the growth went on; very soon the Portland dealers were admitted; Springfield, Fitchburg and Manchester came in, and others continued to follow. One year later the membership numbered one hundred and one, representing firms in twenty cities and towns; and today we have one hundred and twenty-eight members—fifty-seven in Boston, sixty-four in other places, and seven Honorary. The meeting of October 11 was the first annual meeting.

The Club is now fairly launched, with its machinery in running order, its course laid. From this time its meetings have much similarity—you will not expect me to allude to them in detail, and certainly I could not expect you to listen

to an enumeration of them. We must speak of what has been said and done at them in a general way only.

It is not easy for us to-day to appreciate the nature and extent of the work which was done in the earlier years of the Club. We have become so accustomed to the frankness and friendliness of our intercourse with each other here and wherever we meet, that those who lived in the old times can hardly recall them, and those who did not, certainly can not imagine them. To be a rival and competitor in those days was, in nine cases out of ten, to be an enemy, a man to be regarded with suspicion, and to be avoided if possible. The irritations and misunderstandings of competition had been allowed far too much weight in the minds of the dealers, and nothing had arisen to soften or remove these harder feelings and judgments. The men kept aloof from each other, in many cases did not know each other by sight, and jealousy and suspicion prevailed over more reasonable and creditable feelings.

The Paint and Oil Club came into being in this state of affairs. Many were ready to predict its speedy failure. Some kept away; some came in, but with grave doubts of their ability to get along with "the other fellows;" few were sanguine of success. We can recall now with a smile, the deliberations, the cautious, roundabout methods, the private interviews, the peace making delegations which were instrumentalities in those early days for bringing about harmony and mutual confidence. If a man was known to be sceptical about the success of any measure he was put upon the committee charged with carrying it through; if two men were particularly shy of one another, cherishing some old, trivial

misunderstanding, they were put upon the same delegation or committee. These were wise methods. The men began to find good in each other where before had been distrust; they learned that the man who can be an energetic competitor can also be an energetic colleague, often a trusty friend; that one who makes a success of looking out for his own private good, will, if you can secure his interest, also make a success in working for the common good. The men began to enjoy their new intercourse, their new acquaintance, and to find business life brightened and broadened.

As soon as confidence was established and the possibilities of united action demonstrated, measures were introduced of pecuniary value to the trade. A system of concerted action in the matter of credits was adopted, and certain foolish cutting of prices was checked. The Club was able to make its voice heard in the Halls of Legislation in favor of needed reform, in opposition to proposed unwise action. These results of our Club life have steadily increased from the first meeting until the present; if the time and labor which the Club has demanded of its members had had no other results, these would have fully repaid all they have cost, and would have justified its existence.

Let me now take up in rapid succession some of the prominent events in the Club's history.

For ten years the meetings were held in the afternoon of the second Saturday of the month, for eight months of the year, changed after a while to seven months by the omission of the May meeting. In November, 1894, the time of meeting was changed to the evening of the second Wednesday in the month, and this has continued up to the present time.

The October meeting has always been the annual meeting.

On June 16, 1885, the Club gave a dinner to the dealers of Portland and Providence at the Atlantic House, Nantasket. The outing included the sail down the harbor and a carriage drive through the famous suburbs of Boston in Brookline and Jamaica Plain.

May 12, 1888, was Employees' Day. The clerks and other employees of the members were the Club's particular guests. This was a large and successful meeting.

The meeting of February 9, 1889, was held at Providence on the invitation of the Providence dealers. This was a regular meeting of the Club, and all matters of business were given due attention, but the speakers and other entertainment were furnished by the Providence members.

In February, 1891, the Master House Painters' and Decorators' Association of the United States held its annual session in Boston, extending over several days. Our Club extended an invitation to the retiring board of officers of that association, and also to the newly elected board, numbering in all twenty gentlemen, to attend the regular meeting for February. They accepted, and the dinner took place on February 4th. It was much the largest gathering we ever had, about one hundred and forty being in attendance. Beside addresses by prominent gentlemen of Boston, we had speaking from our guests from Chicago, Philadelphia, Brooklyn and other places.

December 9, 1893, was Rhode Island Day.

January 3, 1894, was Maine Day.

These days were observed with the special purpose of bringing to our meetings as many as possible of our members

from these States, and the exercises were planned with special reference to the occasion.

February 13, 1895, was observed as Ladies' Night. Lady friends of the members in large numbers were present as guests of the Club, and among the speakers were several ladies prominent for their philanthropic and literary labors. Fine music and flowers added to the brilliancy of the occasion.

Ladies' Night was repeated on February 12, 1896, with renewed success. These entertainments were much enjoyed by all present.

December 9, 1896, was Military Night, and was made notable by the presence of prominent officers in the State Militia and the Regular Army and Navy of the United States.

January 13, 1897, was Lawyers' Night, and an imposing array of legal lights kept the members away from their homes until a late hour by their fund of wit and wisdom.

The next meeting, February 10, 1897, was assigned to the Ministers, and nearly a dozen of these devoted men gave several hours of their valuable time to the service of the Club, with thoughts and words of helpful counsel and cheer.

Reference has been made to the Club's guests. Any enumeration of the names of the gentlemen who have honored the Club by their presence and their words of counsel through a course of one hundred meetings would clearly be impossible at this time. And yet this record would be most incomplete without mention of some of those in that number, whose fame and public services have placed us under a peculiar sense of obligation and appreciation. Since the Club was started every Governor of the State, with one ex-

ception, has been a guest at our table; many of the Mayors of the City of Boston, and both the Senators from Massachusetts in the National Congress, beside other distinguished representatives in the city, state and national governments. Among clergymen, we have had Rev. Dr. Edward E. Hale, Rev. Dr. Phillips Brooks, Dr. George A. Gordon, Dr. George C. Lorimer, Rev. Minot J. Savage, Rev. Leighton Parks, Rev. Alexander McKenzie, and Rev. Nehemiah Boynton: also President Capen of Tufts College and President Walker of M. I. T.

Of lawyers we may recall Samuel J. Elder, Esq., Hosea M. Knowlton, Esq., Attorney-General of the Commonwealth: A. H. Wellman, Esq., William A. Gill, Esq., of Worcester: J. J. McCarthy, Esq., H. M. Putnam, Esq.

We have entertained the Railroad Commissioners of the State of Massachusetts, the Insurance Commissioner of Massachusetts, the Metropolitan Park Commission, the Fire Commissioners of the City of Boston, the State Board on Docks and Terminal Facilities, the Rapid Transit Commissioners of Boston, officers of Boston Executive Business Association, and many other gentlemen of high position in social, business, professional and scientific circles.

In October, 1894, the annual meeting of the National Paint, Oil and Varnish Association was held in Boston. The entertainment of the visitors, while ostensibly the work of the trade in Boston, was really carried through by the Club, the committees for this work being appointed by the President of the Club. At the banquet which occurred at the close of the session, President McClellan of this Club was presiding officer.

The primary object of this Club was that it should be a benefit to its members in their business interests. The first questions at all its meetings have been, "What can we do to-day to further our success as merchants? What is there in the Mercantile World that calls for approval or criticism?" Naturally, the Club has given much time and attention to such matters, and their discussion has filled a large part of its deliberations. In the early days the Lead question was the burning one. We had no National Lead Company then to gently and benignly say to us: "Take it or leave it—help yourself if you can." We had those benevolent and self-sacrificing men, the Corroders. They used to have meetings and fix prices, and make rules, and then go home and break them; and we used to stand and look on, and try to pick up a crumb here and there, and expostulate and remonstrate, and complain, and beg, and threaten (or pretend to), and try all ways to get our deserts, with far too little success, it must be confessed. All this took a great deal of time and required a great deal of talking, and the records of the Club for the first seven or eight years are full of the Lead question. Committees were appointed, delegates were sent here and there, letters were received and sent out, common cause was made with harassed jobbers in other sections of the country, resolutions were indignantly passed, &c., &c. It is all over now; perhaps we accomplished something at the time. The Iron Hand has come in, and there is now no Lead question, except as a matter of history.

A National Bankruptcy Law has claimed the attention of the Club at regular intervals in a series of years. We have repeatedly memorialized Congress, urging the passage

of the measure known as "The Torrey Bill," and have appropriated funds to be used in distributing information where it is needed on this subject. The Club has always urged the creation of a new department in the National Government, to be known as the Department of Commerce, whose secretary should be a member of the President's Cabinet. It has repeatedly taken action on this question, and has pressed it by all means within its power. It has also labored to bring about the selling of spirits of turpentine by weight, the suppression of adulteration of spirits of turpentine and linseed oil, and a more just classification of third and fourth class mail matter; it has addressed the Post Office Department, calling for better mail service between Boston and New York, and it has urged the appointment of a non-partisan tariff commission. On February 12, 1887, the Lien Laws of the Commonwealth were under discussion; a committee was appointed to appear before the Legislature, and urge the wishes of the Club on this question. On January 20, 1891, a resolution was passed against the Free Coinage of Silver; on February 7, 1891, a resolution against the so-called "Bingham Bill," which was aimed at the adulteration of paints.

At a special meeting, July 26, 1893, when the movements in Congress had thrown the country into a business panic, a resolution was passed, urging the repeal of the Sherman Law for the purchase and coinage of silver.

The Club has also taken favorable action upon the Australian system of land transfers, and has spent much time discussing the abolition of the internal revenue tax on alcohol for use in the arts.

On January 13, 1894, the Club voted to contribute from its treasury the sum of one hundred dollars to aid the unemployed who were suffering from the prostration of business then prevalent. On March 13, 1895, a like sum was appropriated to help the destitute people of Newfoundland.

Scientific questions have also engaged the attention of the Club. At the meeting of March 12, 1892, gentlemen from the Western Union Telegraph Company gave practical illustrations of electricity as applied to the telegraph; and at the meeting of April 9, same year, Prof. Elihu Thomson of the Thomson-Houston Electric Company spoke on the application of electricity as a medium of power and light. Nor have the finer arts been neglected, for on more than one occasion we have listened to poetry from the pen of the Club's poet, Mr. Gould.

By no means the least important work of the Club are its Agreements, governing the prices on oil, spirits turpentine, white lead and benzine. Nothing that the Club has accomplished is more creditable to the good judgment, the self-restraint and the sense of personal honor of its members. For almost fifteen years these agreements, based upon nothing more compulsory than the word of individual men, have been kept inviolate, and that, too, in such a way that there has been no ground for uncertainty, no reason to anticipate infraction, no room for suspicion. Other parties have sometimes undersold us, but the rule, "Meet no reported cuts, but investigate," has been rigidly adhered to, and in all cases this self-control has saved the day. Investigation has either proved the report to be false, or has found a way to remove the difficulty. Not only is this record one

that the trade may be proud of, not only have the agreements been of much advantage pecuniarily to all, but in this exercise of the judicial spirit, of self-restraint and deliberation, of respect for one's promise, and of faith in one's neighbor's promise, every member of the Club has placed himself upon a higher plane as a merchant and as a man.

No sooner was the Club fairly under way, and it had become clear that all were in sympathy with the movement, than its power to correct abuses was recognized by many. At that time we had no greater abuse than the custom which prevailed in selling spirits turpentine and oil.

These two leading articles in our trade were always sold at cost. Whatever was the market price for one hundred barrels, that was the price at retail for one barrel, five gallons, one gallon. We all know how large a proportion of our sales is represented by these articles; it is easy to see how large a proportion of our business was done at no profit, indeed at a loss, since these sales did not pay even their share of the expenses of doing business. It had long been a crying evil, for which there seemed no hope of remedy.

The proposal to take some steps to find a remedy was cautiously but urgently advocated, and as soon as the time was ripe the matter was brought up in the Club. This was at the meeting of May 10, 1884, only two months after organization. Again there were doubts and holding back: the timid saw bug-bears; the wary feared a trap. But the new spirit was strong enough to prevail, and a committee was appointed to consider the matter and report later. Ten days after, a special meeting was called, and the committee, divided on some matters of detail, presented two reports.

After prolonged discussion the report of the majority was adopted, and the Secretary was instructed to draw up the Articles of Agreement, and obtain the needed signatures, the Agreement to become binding when official notice was served that all had signed. This was soon accomplished, and the agreement went into effect. It is quite needless for me to go into the details of the terms of this agreement, or of the machinery for carrying it on. All these are as well known to all of us as anything in our business is. The first postal card fixing prices was issued May 24, 1884, and from that day to this every morning has seen the price cards in the hands of every jobber in New England, excepting some in Connecticut, who are a part of New York's territory. To-day the cards are sent daily to one hundred and eleven jobbers.

Early in June, 1886, the Fire Commissioners of Boston served a general notice that keeping benzine for sale on the premises, as had been the custom with all dealers, was contrary to law, and must be discontinued. As this touched every one of us, a special meeting was called June 4th for deliberation on the matter. A committee was appointed at this meeting to look into the question. Two other meetings were held in the same month, the committee reporting progress at each, and much discussion ensuing. The outcome of these meetings was that dealers agreed to take their benzine from two producers in Boston who had equipped themselves in compliance with the law, and a uniform price was agreed upon at which the trade should sell. This agreement has remained in force until the present day. No subject that has engaged the attention of the Club has been more prolific

of discussion than this same benzine. At almost every meeting for three years it claimed a large share of the time; it keeps bobbing up now with more pertinacity than profit; we may expect that it will continue to bob as long as our Club lasts.

On January 20, 1887, the Boston dealers agreed to sell white lead at retail at prices to be fixed from time to time by the Executive Committee of the Club. This agreement is still in force.

On March 30, 1887, at a special meeting, the receivers of Spirits of Turpentine from the South, located in Boston, were present, and submitted to the Club a plan which should ensure to all jobbers a uniform purchasing price for spirits, based upon the price ruling at Savannah on the previous day. The plan was very carefully drawn, and secured a living profit to the receiver, a uniform price to all jobbers, and protection to those participating. It was acceptable to all parties and went into effect April 26, 1887. It continues to serve every requirement, and is a profitable arrangement.

The last step taken by the Club in organization for mutual assistance and self-protection was the establishment of its Credit Bureau. Very early in its history, at the second meeting indeed, a book of credits was started, and was placed in charge of the Executive Committee. But this system was not well planned for usefulness or permanency, and it soon languished. The present successful Bureau was organized at the meeting of November 10, 1888. Some changes were made at the next regular meeting, and on January 12, 1889, the Bureau announced itself in working order and ready for business. Five delegates from the Club, each

serving two years, constitute the Bureau. Its duty is to consider all cases of delinquent debtors which may be presented to it by members. An effort is made to collect the accounts submitted; if the Bureau finds itself unable to do this, the name of the delinquent is furnished to every firm connected with the Bureau, and such delinquent can no longer receive credit from those firms. At the very outset forty-two firms entered the Bureau.

It has pursued its work with entire success ever since. Many thousands of dollars have, by its agency, been collected and turned over to the creditors, and many thousands more have been saved by timely warning.

I alluded in the early part of this paper to the other organizations, similar to our own, which were formed in the years subsequent to the establishment of the Paint and Oil Club of New England. In every important city of the country, from Portland, Me., to San Francisco and New Orleans, clubs like our own sprung up in the paint trade. In Boston our example was followed in many other trades. And finally the movement culminated in the founding of the Boston Associated Board of Trade and the National Paint, Oil and Varnish Association, both of which have their membership in delegates sent by the individual clubs, and held by them responsible for their action.

Of like character and scope is the State Board of Trade, which was organized in 1890.

It seems to me that these clubs and associations claim a share of our attention at this time. The paint and oil clubs everywhere were suggested by our success, and were modelled in all essentials upon the lines which we laid down.

The same is true of many of the clubs in other lines of trade. The three more general associations which have been named, were each planned and brought into life by the work of men in our Club. This Club has sent duly accredited delegates to each of them since they started.

Let me, therefore, ask your attention to a few details which will show in what way our Club was instrumental in the work I have outlined.

We started as a Boston Club. The Paint and Oil Club of Boston was our first title. When it was found that we should have a large membership from other places in New England, it was decided to change this title to the Paint and Oil Club of New England. The Portland dealers early decided to follow the example set in Boston by a movement to form a club in that city. Upon their invitation, a delegation from the Boston Club went to Portland. They were entertained at a dinner where were gathered the entire local trade, and our men explained what we had done and hoped to do. Before the meeting broke up the Paint and Oil Club of Portland was organized, and it is in existence to-day, its members being also members of the New England Club.

As reports of our doings reached the large cities beyond the limits of New England, enquiries began to come in for copies of our By-Laws, questions about particular points of organization, general procedure, &c., &c., and those who held the post of Secretary in the early years will remember how much of their work consisted in furnishing information and suggestions to our friends in all parts of the country who were planning for clubs in their own cities.

On February 26, 1887, the President, Vice-President,

Secretary and Treasurer of the Club went to New York and were present at the organization of a paint club in that city.

Other clubs were formed as follows :

Philadelphia, October 21, 1887.

Detroit, November 9, 1889.

Cincinnati, December 21, 1889.

Kansas City, March 16, 1890.

Cleveland, September 3, 1891.

Twin City, June 20, 1896.

In Boston clubs were proposed in other lines of trade, and were successfully inaugurated, often on lines quite like those of our own Club. Of these I may mention the Dry Salters' Club of New England; the Boston Oil Trade Association; Boston Paper Trade Association and others. By the time our Club had entered on its second year, the extent of this movement had become noticeable and its significance had begun to appeal to far-seeing men. First among those to act was the gentleman who was then President of the Paint and Oil Club of New England. He began to have visions of a central, representative organization, which should embrace all these clubs and associations. He lost no time in laying the plan before his colleagues on our Board, and the officers of other clubs in Boston. Conferences were held and plans discussed, and by October of that year, 1886, the subject had so far taken shape, that at the regular meeting of our Club, October 9, the President made a statement of the movement, and the Club elected three delegates to represent it at the preliminary meeting about to be held, and to take membership for a year in the new

organization, should such be formed. In due time the Boston Executive Business Association came into existence and our delegates took their places among its members, and from that time we have been duly represented there. With a subsequent change of name to the Boston Associated Board of Trade, this body is to-day in full and vigorous life and usefulness. It is composed of delegates, three in number, from each of twenty-five trade organizations in the City of Boston, representing an equal number of branches of business. Each delegate is appointed for three years, and every year one of these gives place to a new man. Its members are men actively engaged in business. They come fresh from the life of the day, fully alive to all that concerns their class. Every year fresh material comes into the organization. The constituent bodies take pride in sending their best men, and these men know that the eyes of their fellow members in the home club are upon them, noting their action and the degree in which they do credit to those who send them. The sense of responsibility is not lost for a moment. In this particular, the Boston Associated Board of Trade has an organization unique, so far as I know, among all similar bodies in the world. Its members do not come as individuals, they come as representative delegates sent by their respective associations. They do not act for themselves only—they act in the interest and under the instructions of their constituents. Through this system every business man in Boston may make his voice heard in the deliberations of the central body. Every question which concerns the welfare of our business interests, in our city, state or nation, at home or abroad, comes into the range of

this organization. Taxation, transportation, banking, insurance, the rights of property, of labor, of corporations, of the Commonwealth — these are but a few of the questions which have been discussed by our ablest business men. It may safely be said that Boston has never had a more representative body of business men, or one of greater influence and power.

Probably the establishment of the Boston Associated Board of Trade suggested a similar union of all the Paint and Oil Clubs of the country in a national organization. To another prominent man of our Club, now gone from among us, belongs the honor of the successful accomplishment of this work. He had been our President for two years, the years which were the most fruitful of the founding of clubs in our trade throughout the country. These new clubs had been much in correspondence with us on questions of organization, action, &c., &c., and our officers were intimately acquainted with their officers and their work. It seemed to him that good could be accomplished for the individual clubs as well as for the general interest by a body which should centralize the energy and influence of all. He took up the plan with his customary zeal and devotion, and after months of work, a meeting of delegates from all the clubs in the country was arranged to take place at Saratoga in the Fall of 1888. Our Club held a special meeting on August 13 of that year, and chose three delegates to represent us at that meeting. The Convention assembled at Saratoga September 12, and went so far in its proceedings as to choose temporary officers, and to draw up a list of by-laws. It did not formally organize a National Association, but prepared

everything for the subsequent accomplishment of that object. On January 22, 1889, delegates from all the paint clubs in the country met at Cleveland, and then the National Paint, Oil and Varnish Association of the United States was organized. This body holds one session every year, at which it is represented by delegates from each paint and oil club in the country, the number of delegates from each club being determined by its particular membership. The meetings are also free to all in the trade who wish to attend, and Boston has always sent a large delegation of such in addition to those duly accredited. Its place of meeting changes from year to year, and nearly every city owning a club has by this time been honored by a visit from the National Association. Our Club has always been represented by three regular delegates; it has also twice had the honor of furnishing a President of the Association.

These annual gatherings of the trade have always been greatly enjoyed; the large and regularly increasing attendance testifies to the estimate in which they are held. The opportunity to become acquainted with paint men throughout the country, to compare notes and pick up points, is valuable to all. The Association has been able time and again to exert a salutary influence upon its own members, and upon legislation touching the business interests of the country.

The Massachusetts State Board of Trade is another body similar in constitution and aims to those already spoken of. Like the other two it was conceived and carried through almost entirely by the efforts of a member of our Club, a former Vice-President. In him we have furnished it with

the one and only President it has ever had. We have regularly sent three delegates to this Board since its formation.

This enumeration brings the History of the Paint and Oil Club of New England up to the present day, as far as it is possible in the time at command this evening. Many things will occur to all of you which might have been referred to, and for the omission to do so, I trust you will accept my regret; I could not count upon your patience beyond what I have already claimed from it. The History of the Club is full of personal service on the part of its members, rendered unstintedly to its work and interests. It would have been a pleasure to refer again and again in the course of this paper to these instances; but I must content myself with recalling, in the order of their service, the names of those who have been chosen by the Club from year to year to fill its executive offices of President, Secretary and Treasurer. They are as follows:

<i>Presidents.</i>	<i>Secretaries.</i>	<i>Treasurers.</i>
Charles Richardson.	John P. May.	Frank K. Dexter.
John D. Morton.	William Agge.	Chas. F. Howland.
George L. Gould.	Fred'k H. Newton.	Edward W. Nash.
Daniel G. Tyler.	Albert E. Carr.	William S. Cutler.
William S. Pratt.	Jacob W. Hoffman.	
William Agge.	Solon G. Warren.	
George O. Carpenter.	Lew C. Hill.	
George B. Dexter.	Chas. F. Hatfield.	
Arthur D. McClellan.	C. W. Willis.	
A. W. Strauss.		
I. H. Wiley.		
Chas. F. Howland.		

GENTLEMEN — We all feel that our Club has been a success. If we seek the causes of this, I think they may be found largely in three conditions which have attended it.

First — It came into existence at a time when men were beginning to see that rivals were not enemies, and that some of the higher satisfactions of life, friends, and helpful human intercourse, were to be found in business as well as elsewhere.

Second — The men who directed its affairs were able men, without selfish ambitions, and alive to the new spirit of the times — and

Third — It has been able to save its members from much unnecessary loss, and has thus appealed to their interests as well as their good will.

We look back over its first century of meetings with satisfaction. Its strength has lain in a spirit of helpful service, forbearance and loyalty. Holding fast to these, we may now go forward with confidence into the century that is to come.

COMMEMORATIVE ODE.

BY EX-PRESIDENT GEORGE L. GOULD.

I received your invitation, and am with you here to-night
To assist in celebrating a full hundred dinners' flight ;
And I pray you to allow me, now you've passed the nuts and wine,
All the license you give poets, while I sing to you in rhyme.

Just a century of dinners ! In the lowest, fleshly sense,
How our palates they have tickled — all so full of excellence.
Mrs. Young and Mrs. Parker with each other oft have vied
In the game of gastronomics, till at last by Whipple tied.

Think of *blue* points, toothsome, juicy—doubtless named to suit our trade,
Consomme, ox tail, mock turtle, sticks of bread of finest grade ;
Smelts and whitefish, lobster salad, widgeon, plover, grouse and quail,
Beef and mutton full of capers — all washed down with Adam's ale.

Think of patties, tripe, spaghetti, cucumbers and fresh green peas,
Dainty mushrooms, free from poison, olives from beyond the seas ;
Roman punch with stick deep in it, cream meringue and Charlotte russe ;
Ice cream, sherbet, frozen pudding, cakes and jelly, café mousse.

Blushing apples, grapes, bananas, berries, oranges and figs,
Crackers, cheese, *strong, stronger, strongest*, coffee black as blackest wigs,
Last, cigars, for all who want them — no one ever dares to kick —
Very happy set of mortals — each man now can take his *pick*.

Now, what think you of our menu ? Is it not quite fit for gods ?
Should they turn up noses at it, if we're happy, what's the odds ?
They may beat us in the Nectar — Yankees do not know it all —
Jove and Bacchus both will weaken when they see "Touraine" next fall.

But beyond this eating, quaffing, (pleasures not to be o'erlooked) —
Better far than choicest morsel in the finest manner cooked,
Are the warm and growing friendships which exist where once were none,
As we elbow one another when the work of day is done.

Since we had our *primal* dinner, thirteen years have had full sway —
Rubbing down like oil and pumice, so defects might pass away.
Filled with duties, cares and pleasure, *mixed* with sorrow, weakness, pain,
Glossing o'er our faults and frailties, bringing out the finest *grain*.

Now comes in that trite old *phraselet*, "feast of reason, flow of soul,"
 When we list to wit of *Elder*, or to *Long* pay eager toll.
 Stories by full measured gallon have been furnished free of cost —
 They've been treasured, I am certain, for the p'int has ne'er been lost.

All the things we have considered would a big octavo fill.
 Barring politics, religion, everything goes to our mill.
 Possibly at our next meeting we may have among our guests,
 All the "Herbert Fuller" jury, or "Concannons" with their tests.

We've had music, instrumental — varied as the days in June;
 Harp by Dago, flute, piano, cornet, banjo, all in tune;
 Singing by selected artists, Sub-way magic lantern shows,
 Readings, essays, so-called poems — everything that's racy, goes.

Then we had an innovation — renovation, some folks said —
 When the Ladies — may God bless 'em — broke with us the social bread.
 Naval and the Military both turned out to hold the Fort;
 Ministers and crack Attorneys, all to Paint men have paid court.

We recall with tender feelings — 'midst our pleasantries and song,
 Noble Greenhalge, manly Russell, incorruptible and strong.
 Others from among our number for another port have steered —
 Carpenter, so bright, unselfish, Richardson, so much revered.

May be, now the menu's ended, you'll allow me just a word
 That pertains to Paint and Oil men, which to me has just occurred;
 Do not think that I am preaching — though more easy than to work —
 All prepared for any scolding, I am *not* prepared to shirk.

Some folks think our Trade is common, and at times I think so too;
 What with dank and noisome odors, dirt and dust that fall like dew,
 Clothes bespoiling, features soiling, fresh complaints in every mail,
 Writing daily dunning letters, dreading lest "What's-Name" should fail;

Putting up with petty insults, smoothing o'er a mixed paint claim
Which said, "House must be repainted or we'll advertise your name ;"
Salesmen every low cut meeting, claiming every man they meet,
Saying when they ask for increase, "all our trade is good as wheat."

One man says he's short five gallons, barrel leaked at every stave,
Also knocks off charge for carting, says this year he's going to save ;
Next says, "Brushes shed their bristles, varnish sticks, or very dark,
While the floor paint shows so plainly every scratch and every mark."

"Goods returned, my order padded," or a telegram which reads,
"Countermand my recent order, I've enough for present needs."
Prince of Wales is low in spirits, told to us by singing Bird ;
May be we are on volcanoes, rumblings surely we have heard.

Thirteen! Luckless, fateful number, not confined alone to feast ;
It may kill both oil and spirits — far as profits go, at least.
Very much to be regretted, let the blame fall where it should ;
Now's the time for Christian spirit — greatest number, greatest good.

Why such senseless competition, selling goods for five per cent.,
When expense of doing business, clerk hire, sundries, taxes, rent,
Are so much more, that I wonder that if some do not cry halt
It will be their own misfortune, e'en if 'tis not their own fault.

Then the drafts! How aggravating, when we send them through the bank,
For old statements sent so often, to receive from some old crank :
"Drafts returned, I never pay them" ; or, what's worse, to get them back
With no word of explanation ; they've the goods, we get "the sack."

Seems to me, it's time to change this. Why won't business men agree
Not to deal with churlish upstarts, who don't know, or else won't see ?
Asking time accommodation, neither is disgrace nor sin ;
Business methods and politeness, though old-fashioned, ought to win.

Now we'll leave this gloomy picture, turning to the other side,
When you've gazed enough upon it, then is born becoming pride.
Paint is needed and a blessing, on these points we're up to date ;
Let me show you why our products should uplift and educate.

How monotonous and wasteful, were it not for good mixed paint !
(We are now pure lead including, otherwise friend Tufts would faint.)
How it beautifies the landscape ! Even Labor it exalts,
And, like Charity, it covers a whole multitude of faults.

How it adds to joys of travelling ! How refreshing is the sight
Of the pure white village spire, reaching upward for the light.
Lowly cots and lordly houses — changing shades to suit each taste —
Make a charming panorama, where might be a dreary waste.

But, alas ! I hate to say it — paint at times will tell some lies,
And it's true that man will use it, some old thing to advertise.
Certainly it is provoking, as we gaze at object grand,
To be forced to read this notice : "Gimcrack's paint contains no sand."

Yet how could the old immortals without kindly aid of paint
Have transferred to living canvas Christly child and mother saint ?
Drear would be the hall or parlor without gems of artist's brush,
Cold, the mimic stage or cloister without fresco's softening hush.

As we watch the restless ocean, in the changing, flashing light,
How our colors glisten, deepen,—greens and blues 'midst foamy white.
Floating on some pond or river, pushing tangled greens apart,
What is purer than the lily with its graceful yellow heart.

Watch the lovely, feathered songsters, or the strutting peacock's plume ;
Should you try to match the colors, ridicule would be your doom.
In the gardens, fields or forests, half concealed in leafy bower,
We find shades of rarest beauty, far beyond the artist's power.

Daisies, buttercups and pansies, violets — emblems of Hope,
Columbines, sweet peas, nasturtiums, make a gay kaleidoscope.
What a background is the verdure with its varied shades of green,
Turned by icy touch of Autumn to its red and golden sheen.

Countless are the roadside flowers, wild with freedom's careless grace,
Showing colors past conception, each tint perfect in its place.
Near the brook the tearful gentian lifts her head of lovely blue
To His Eminence, the Cardinal, garbed in robe of richest hue.

E'en dull Earth must pay us tribute, from her storehouse deep and wide ;
Clays and oxides ground to powder, changed by fire are purified.
Sable black we must remember, does not always stand for gloom,
And, though lamp-black's not a color, we must give it largest room.

Think of all the gorgeous sunsets — yellows, crimsons, purples, red,
Shading into inky blackness when the moon has hid her head.
I presume we'll see in future, in our foremost public prints,
White or Wiley advertising a full line of Heavenly Tints.

Likely now up in the heavens, by soft, fleecy breezes fanned,
All the colors of the rainbow bear the Wadsworth-Howland brand.
'Tis no secret I'm betraying, when I say that good John D.
Has a line of Angel Colors which will last eternally.

Lew Hill also looks up higher — straining both his arms and eyes,
Shows some new Celestial Dusters, made from Birds of Paradise.
Well, dear friend, make one more trial, give us now a mottler rare,
That will blend our Earth with Heaven, making speech and action fair.

P'r'aps at gate we'll see St. Peter handing to each ent'ring saint
A unique and gorgeous pamphlet, advertising "King" Paste Paint.
Should St. Peter want some menus spiced with texts from the good book,
He could call on *our* Saint Lawrence, who is posted *now* on *Luke*.

What a field for jokes and punning, in our Trade to men of wit !
I'm avoiding much temptation, as I think you must admit ;
Though 'tis true they all are chestnuts — cracked so oft shells only left —
This perhaps my chiefest virtue, that I'm fairly free from theft.

Let us turn again the cycle, try another century run ;
Work the treadles all together, else we fall as some have done.
Keep the parts well oiled and cleanly, steering clear from posts and rocks,
If, perchance, we take a header, try again, don't mind the knocks.

Now we're once more in the saddle, but I'm wobbly as you see ;
I, like you, am growing tired ; Lo ! I'm plump against a tree.
Your fair record must continue ; may we meet one hundred more ;
Farewell all, my good companions, thank your stars there's no encore.

George L. Gould.

